

Report of Daniel W. Klett  
Principal, Capital Trade, Incorporated

Effects of Changing the Desert Grape Marketing Order Date to May 1

UPDATED, September 11, 2006

I. Introduction

I have been retained by Lepon Holzworth & Kato, PLLC to evaluate and analyze the effects on the U.S. table grape market and Coachella grape producers of changing the beginning regulation period date from April 20<sup>th</sup> to May 1<sup>st</sup> under the Table Grape Marketing Order 925 and the companion Import Regulation 4. Capital Trade had conducted an earlier analysis on this issue. The current report is an update of that report based on data for the 2005-06 season, which was not available for the earlier report. As described below, the conclusions of the earlier report continue to be valid with the inclusion of data from this additional grape season. These findings are:

- Because Chile's table grapes are grown in the Southern Hemisphere and Coachella grapes are grown in the Northern Hemisphere there is a natural lack of competitive overlap in the U.S. market. For example, for two of the largest grape varieties for Coachella growers, Thompsons (green) and Flames (red), arrivals from Chile have ceased well before the first packouts from Coachella have begun for these varieties. Even with shipments into the U.S. market from cold-storage by importers, there is virtually no overlap between these Chilean and Coachella varieties. For green-variety grapes, any overlap that does exist is between late-season shipments of Chilean Thompsons and early season Coachella Perlettes or Thompsons. For red-variety grapes, any overlap is between late-season shipments of Chilean Crimsons and early-season Coachella Flames.
- Because Chilean grapes are at the end of their growing season, any additional import volume from Chile in the last ten days of April will be small. In addition, the early-season volumes of Coachella grapes are relatively low. Therefore, any additional supply-side effect on market prices of the additional import volume from Chile will have a very limited effect on Coachella grape revenues over the course of its season.



As in the earlier report, the analysis estimates the effect on the U.S. market, U.S. prices, and revenue to Coachella grape producers of changing the April 20<sup>th</sup> date to May 1<sup>st</sup>. The analysis depends on the following data and estimates:

- Grape arrival data from ASOEX and shipments into the U.S. market from a survey of importers of table grapes from Chile.
- Packout data for Coachella and Mexican table grapes from "League" annual reports and USDA data.
- Monthly exports of table grapes from Chile from official Chilean export statistics.
- Prices for Coachella grapes from USDA (Agricultural Marketing Service) data.
- Estimates of the price response to additional supply based on regression analyses in the Capital Trade study evaluating the effects of changing the marketing order date to April 1.

The analysis in this study first estimates the additional import volume of table grapes likely to enter the United States from Chile if the beginning period regulation date of April 20<sup>th</sup> is changed to May 1<sup>st</sup>, and the effect on shipments into the U.S. market by importers. The price effects are estimated based on the addition to total market supply and the estimated effect of the additional supply on price. These price effects are then used to estimate the effect on Coachella revenue during their growing season. The estimates are performed separately for green and red grapes.

## II. Estimated Effects on Import Volumes

### A. Green Grapes

Attachment 2a (p. 1) shows arrivals for each of the years 2001 through 2006 of Chilean Thompson grapes into the U.S. market. As is evident from these data, even before the April 20<sup>th</sup> marketing order date, arrivals of Thompson grapes from Chile were declining from their peak

levels of week 10 or 11 (mid-March), so that by the last week prior to April 20 (i.e., week 16), arrivals from Chile were 20 percent or less of their peak weekly volume. Furthermore, a review of Chilean export data for Thompsons to non-U.S. markets shows the same general trend as for exports to the United States, so it is evident that the decline largely reflects the normal end-of season reduction in grape supply for Chilean Thompsons, not any effects of the April 20<sup>th</sup> marketing order date. (**Attachment 3a**).

Although import volumes from Chile of Thompsons were declining prior to the April 20<sup>th</sup> marketing order date, the sharper decline in import volume in the week following April 20<sup>th</sup> indicates that the marketing order requirement may have resulted in some reduction in import volume. One possible method to estimate the additional volume of Thompson imports from Chile with a change in the marketing order date to May 1<sup>st</sup> is application of regression analysis to weekly export volumes from Chile, starting in the peak week of each year, which typically is week 10 or 11, and use of a binary variable for the last two weeks of April to determine if there was a greater decline in import volume in these weeks than would be expected from the normal seasonal downturn in import volume. The data used in the analysis, as well as the regression results, are contained in **Attachment 4a**.<sup>1</sup> However, the estimated coefficient is not statistically different from zero, so is not reliable for purposes of estimating the effects on the import volume of Chilean Thompsons of changing the marketing order date to May 1<sup>st</sup>.

As an alternative method, we have relied on Chilean export patterns for Thompsons to U.S. and non-U.S. export markets.<sup>2</sup> (**Attachment 3a**). As is evident from these data, Chilean

---

<sup>1</sup> The regression evaluated the effect on Thompson grape arrivals over time, controlling for each year with a binary variable, as well as a binary variable for the week subsequent to April 20 (week 17 for 2001-2004, and weeks 16 and 17 for 2005 and 2006) when the marketing order applies to imports from Chile.

<sup>2</sup> See **Attachment 3a**. Although other export markets such as the EU and Canada also have quality standards for grape imports from Chile, there is no temporal component to these standards that would distort import trends to these markets.

exports of Thompson grapes to all markets, not just to the United States, declined significantly in April, with only very small exports volumes in May. However, as shown in **Attachment 5a**, with the exception of 2006, exports to the United States declined as a share of total exports in April, indicating that the marketing order date of April 20<sup>th</sup> did result in some reduction in import volume of Thompson grapes from Chile. Export patterns to non-U.S. markets in each year are used to estimate arrivals into the U.S. market resulting from a change in the marketing order date to May 1<sup>st</sup>. Patterns of importers for shipping Chilean Thompsons into the U.S. market are used to estimate shipments of any additional import volume into the U.S. market.

**Attachment 5a** uses this estimate of the additional import volume, and information on shipments into the U.S. market from the survey of importers, to estimate the additional shipments into the U.S. market of Chilean Thompsons resulting from a change in the marketing order date to May 1<sup>st</sup>. The results are summarized in the following tabulation (in 18 lb. lugs):

	2003		2004		2005		2006	
	Actual	Predicted	Actual	Predicted	Actual	Predicted	Actual	Predicted
Week 17	590,028	671,325	457,929	461,486	447,363	494,147	731,020	731,020
Week 18	517,110	702,139	354,654	357,408	200,060	220,282	764,574	764,574
Week 19	354,072	402,859	167,783	169,086	66,167	73,087	438,681	438,681
Week 20	218,065	248,111	12,730	12,829	12,040	13,299	270,173	270,173
Week 21	84,467	96,105	1,590	1,602	4,157	4,592	104,651	104,651
Week 22	15,639	17,794	2,463	2,482	1,917	2,118	19,376	19,376

**Attachment 6a** (pp. 1-3) includes graphs of shipments into the U.S. market of Chilean Thompson grapes for 2003, 2004, 2005, and 2006, both actual and predicted. As is evident from the graphs (and the tabulation above), most of the additional shipment volume into the United States of Chilean Thompson grape resulting from a change in the marketing order date to May 1<sup>st</sup> would be in weeks 17 and 18. However, the first packouts of Perlettes from Coachella are not until week 19. (**Attachment 1a**).

## B. Red Grapes

**Attachment 2a** (p. 2) shows weekly arrivals into the United States of Flames and Crimson grapes from Chile. Because Flames are an early-season red grape variety, arrivals from Chile were at minimal levels by April 20<sup>th</sup>. Changing the marketing order date to a later date would have no material effect on Flame arrivals into the United States. However, it does appear that the marketing order date of April 20<sup>th</sup> did result in a reduction in Crimson arrivals from Chile, given the sharp reduction in arrivals post-April 20<sup>th</sup>.

Because arrivals of Crimson red grapes were increasing through April 20<sup>th</sup>, a regression analysis to estimate additional arrivals and shipments of Thompson green grapes from Chile was not attempted.<sup>3</sup> However, the official Chilean exports of table grapes to the United States and all other markets include detail for the following grape varieties: 1) Thompson; 2) Flame; 3) Red Globe; 4) Ribier; and 5) All Other. The “all other” category is believed to consist largely of Crimson grapes because the other large-volume grape varieties available from Chile are already accounted for.

An estimate of the increase in arrivals into the U.S. market of Crimson grapes from Chile resulting from changing the marketing order date to May 1<sup>st</sup> is based on a review of export patterns to non-U.S. export markets. As can be seen in **Attachment 3a**, exports of Crimsons to non-U.S. markets peak in April, and decline significantly in May, with virtually no exports in June. Export patterns to non-U.S. markets in each year are used to estimate arrivals into the U.S. market resulting from a change in the marketing order date to May 1<sup>st</sup>. (**Attachment 7a**). Patterns of importers for shipping Chilean Crimsons into the U.S. market are used to estimate

---

<sup>3</sup> That is, the natural decline in grape production and exports had not begun for Chilean Crimsons by April 20<sup>th</sup>, so that past trends could not have been used to estimate future arrivals and shipments.

shipments of this additional import volume into the U.S. market. **Attachment 7a** shows these calculations, and the following tabulation summarizes the results.

	2003		2004		2005		2006	
	Actual	Predicted	Actual	Actual	Actual	Predicted	Actual	Predicted
Week 17	873,818	1,058,073	921,621	1,170,549	953,773	1,122,014	1,151,627	1,349,654
Week 18	766,019	927,543	869,418	1,104,245	977,558	1,149,995	1,180,346	1,383,312
Week 19	703,062	851,311	682,419	866,739	766,872	902,145	925,954	1,085,176
Week 20	277,578	336,108	452,169	574,298	560,599	659,486	676,892	783,286
Week 21	11,930	14,446	55,129	70,019	24,642	28,988	29,753	34,869
Week 22	96,816	117,231	24,928	31,661	1,772	2,085	2,140	2,508

**Attachment 6a** (pp. 4-6) includes graphs of shipments into the U.S. market of Chilean Flames and Crimsons for 2003, 2004, 2005, and 2006, both actual and predicted. As is evident from the graphs (and the tabulation above), most of the additional shipment volume is in weeks 17 through 20. However, the first packouts of Flames from Coachella are not until week 19, and only then in very limited volumes. (**Attachment 1a**). So while there is overlap between Chilean Crimsons and Coachella Flames, it is limited to the first few weeks of Coachella's packout for Flames.

### III. Estimated Effects on Grape Prices and Coachella Revenues of Additional Volumes from Chile

#### A. Green Grapes

The price effect estimates of the additional volume of Chilean Thompsons sold into the U.S. market consequent to a change in the marketing order date to May 1<sup>st</sup> are shown in **Attachment 5a** (p. 2). These estimates are based on the price elasticity estimate contained in the prior Capital Trade report of the effect of additional supply into the U.S. market on price. That is, for every additional lug sold into the U.S. market the effect on price is - \$ 0.0000045/lug.

Prevailing prices for Coachella green grapes were obtained from the Agricultural Marketing

Service of the USDA, and the price effects of the additional volume from Chile were applied to these prices. Revenue effects were estimated by applying the change in price to the Coachella shipment volumes.

The results are shown in **Attachment 8a**. The largest price and revenue effects are earlier in the Coachella season for Perlettes, but even here the greatest adverse effect was just 0.85 percent, early in the 2003 season. Over the entire growing season, the adverse price and revenue effects never exceeded 0.31 percent (in 2003), and in 2004, 2005, and 2006 were virtually imperceptible. The reason is that any adverse price and revenue effects to Coachella growers are restricted to early-season Perlettes, prior to peak Perlette volumes. Moreover, there would be no effects on Coachella's revenue for sales of Thompsons, because shipments of Chilean green grapes into the U.S. market would have ceased well before the first Coachella shipments of these grapes.

#### B. Red Grapes

The price effect estimates of the additional volume of Chilean Crimsons sold into the U.S. market consequent to a change in the marketing order date to May 1<sup>st</sup> are shown in **Attachment 7a** (p. 2). These estimates are based on the estimate contained in the prior Capital Trade report of the effects on market price of additional supply into the U.S. market. That is, for every additional lug sold into the U.S. market the effect on price is -\$ 0.0000054/lug. Prevailing prices for Coachella Flames were obtained from the Agricultural Marketing Service of the USDA, and the price effects of the additional volume from Chile were applied to these prices. Revenue effects were estimated by applying the change in price to the Coachella shipment volumes.

The results are shown in **Attachment 8a** (page 2). The largest price and revenue effects are earlier in the Coachella season for Flames, but even here the greatest adverse effect was just 4.8 percent for one week early in the 2003 season. Over the entire season, the estimated adverse price and revenue effects never exceeded 0.5 percent in 2003, 2004, 2005, and 2006. The reason is that any adverse price and revenue effects to Coachella growers are restricted to early in the Flame growing season, before peak volumes. The estimated effects for Coachella Flames are somewhat greater than for Coachella green grapes, in large part because greater volumes of Chilean Crimsons are estimated to enter the U.S. market if the marketing order date is moved to May 1<sup>st</sup>.

#### IV. Conclusion

The analysis above demonstrates that changing the marketing order date to May 1<sup>st</sup> will have only minimal adverse price and revenue effects to Coachella growers' green and red table grapes. The reason is that exports from Chile are already at the end of their growing season and are declining, and volumes of Coachella grapes are relatively small at the beginning of their growing season. Thus, any additional volume from Chile resulting from this change in the marketing order date will be small, and will overlap with only a small volume of the Coachella grape harvest. The estimates above show that the additional limited competition from Chilean green grapes will reduce Coachella green grape prices by at most \$0.05/lug over the course of the Coachella seasons, with the relative reduction in prices and revenues never exceeding 0.31 percent. The estimated reduction in Coachella red grape prices during the season never exceeded \$0.07/lug, with the relative reduction in prices and revenues never exceeding 0.5 percent.

## **Attachments**

- |               |  |
|---------------|--|
| Attachment 1a | Weekly Arrival and Shipment or Packout Data, Coachella, Chile, Mexico              |
| Attachment 2a | Weekly Arrivals of Thompson Grapes from Chile                                      |
| Attachment 3a | Exports from Chile of Table Grapes, by Month (Official Chilean export statistics)  |
| Attachment 4a | Data Used in Regression Analysis of Thompson Import Grape Trends, and Results      |
| Attachment 5a | Estimates of Volume and Price Effects of Additional Volume from Chile, Thompsons   |
| Attachment 6a | Graphs of Actual and Predicted Shipments into the U.S. Market, Chile and Coachella |
| Attachment 7a | Estimates of Volume and Price Effects of Additional Volume from Chile, Crimsons    |
| Attachment 8a | Estimates of Revenue Effects for Coachella Grapes, Green and Red                   |

## **Attachment 1a**

## Comparison of Shipment Patterns, Coachella, Chilean, and Mexican Grapes

2001

Week Ending	Week	Green Varieties			Red Varieties									
		Coachella Packout 1/ Penfette	Chile Thompson 2/ Shipments	Mexico Entries 1/ Perlette	Total Green Supply	Coachella Packout 1/ Flames	Chile Flames 2/ Arrivals	Chile Crimson 2/ Shipments						
24-Mar	12	0	1,006,842	573,700	0	573,700	0	59,840	137,811	74,320	36,160	0	173,971	
31-Mar	13	0	804,990	694,502	0	0	694,502	0	23,609	43,713	126,902	63,772	0	107,485
7-Apr	14	0	577,361	622,637	0	0	622,637	0	4,449	25,678	168,891	116,969	0	142,646
14-Apr	15	0	562,422	553,107	0	0	553,107	0	3,248	8,315	284,936	153,702	0	162,017
21-Apr	16	0	418,551	443,749	0	0	443,749	0	820	10,412	553,438	185,855	0	196,267
28-Apr	17	0	384	338,976	0	0	338,976	0	0	0	209,865	5,020	0	210,865
5-May	18	0	0	354,535	0	0	354,535	0	0	0	1,787	5,512	0	183,975
12-May	19	0	0	203,417	6,002	0	0	0	0	0	2	1,056	168,854	698
19-May	20	89,497	0	125,280	169,108	0	0	0	0	0	1,641	9,244	66,666	79,508
26-May	21	312,334	0	48,527	509,010	0	0	10,270	880,141	40,574	0	132	0	2,865
2-Jun	22	758,029	0	8,985	435,550	0	0	85,604	1,288,168	296,520	0	0	0	23,252
9-Jun	23	724,321	0	0	253,889	0	0	454,233	1,432,443	558,887	0	0	0	445,068
16-Jun	24	402,661	3,061	0	41,990	0	0	1,451,495	820,105	0	0	0	0	1,486,734
23-Jun	25	14,290	354,767	0	0	21,163	23,616	1,038,904	1,450,740	796,659	0	0	0	557,025
30-Jun	26	0	659,437	0	0	7,294	45,854	1,021,205	1,733,790	602,286	0	0	0	308,824
7-Jul	27	0	577,684	0	0	2,430	8,034	439,682	1,027,830	249,338	0	0	0	47,793
14-Jul	28	0	47,419	0	0	0	22,447	78,238	148,134	8,580	0	0	0	5,477
21-Jul	29	0	0	0	0	0	4,070	0	0	0	0	0	0	14,057
28-Jul	30	0	0	0	0	0	0	0	0	0	0	0	0	0

Week Ending	Week	Green Varieties			Red Varieties										
		Coachella Packout 1/ Penfette	Chile Thompson 2/ Shipments	Mexico Entries 1/ Perlette	Total Green Supply	Coachella Packout 1/ Flames	Chile Flames 2/ Arrivals	Chile Crimson 2/ Shipments							
23-Mar	12	0	1,626,919	732,947	0	732,947	0	98,548	182,390	155,594	88,404	0	270,794		
30-Mar	13	0	878,240	887,281	0	0	887,281	0	19,141	57,853	231,654	155,912	0	213,765	
6-Apr	14	0	693,204	795,468	0	0	795,468	0	2,972	33,984	571,304	285,968	0	319,952	
13-Apr	15	0	453,668	705,638	0	0	705,638	0	0	312	11,004	747,719	375,775	0	386,779
20-Apr	16	0	558,906	566,926	0	0	566,926	0	742	13,780	1,082,089	454,383	0	468,163	
27-Apr	17	0	82,430	43,068	0	0	43,068	0	0	942	204,833	513,083	0	514,025	
4-May	18	0	0	452,946	0	0	452,946	0	0	2,365	12,279	449,796	0	452,151	
11-May	19	22,578	0	0	259,882	192,703	0	0	0	0	3	0	412,820	32,888	
18-May	20	303,932	0	0	160,055	699,895	0	0	1,163,882	96,572	0	2,172	0	162,986	
25-May	21	563,071	0	0	61,997	786,642	0	0	80,803	1,492,513	563,805	0	175	0	7,005
1-Jun	22	380,142	0	0	11,479	282,798	0	0	541,366	1,214,411	0	0	0	56,848	1,176,782
8-Jun	23	286,240	0	0	0	43,694	3,150	0	1,008,710	785,902	0	0	0	0	934,187
15-Jun	24	29,270	84,569	0	0	1,053	15,803	1,243,536	1,374,631	722,528	0	0	0	0	445,711
22-Jun	25	1,570	341,002	0	0	450	78,970	966,504	1,388,496	606,310	0	0	0	0	1,402,043
29-Jun	26	0	54,0873	0	0	0	70,884	40,286	1,012,043	443,570	0	0	0	0	939,006
6-Jul	27	0	195,977	0	0	0	20,500	152,716	369,193	142,241	0	0	0	0	516,796
13-Jul	28	0	0	0	0	0	1,829	14,408	16,237	0	0	0	0	0	187,778
20-Jul	29	0	0	0	0	0	0	5913	5,913	0	0	0	0	0	3,036

1/ Compiled from California Desert Grape Administrative Committee Annual Reports. Data for some weeks were not reported due to confidentiality concerns, and estimated were made based on the difference between the total volumes (which included all shipments), and the sum of the individual weeks, and data from the USDA Table Grape Supplement report.

2/ Arrivals data from ASOEX. Shipment data based on survey of major importers of Chilean grapes, who reported actual data for arrivals, grapes placed in cold storage, and grapes shipped from cold storage into the market. Shipments exceed arrivals because some grapes arrived prior to arrival date in this table. See Attachment 4 worksheets.

## Comparison of Shipment Patterns, Coachella, Chilean, and Mexican Grapes

2003

Green Varieties										Red Varieties							
Coachella Packout 1/ Perlette					Chile Thompson 2/ Shipments					Mexico Entries 1/ Perlette		Total Green Supply	Chile Crimson 2/ Shipments		Mexico Flame Entries	Total Red Supply	
Week Ending	Week	Arrivals	Shipments	Perlette	Arrivals	Shipments	Perlette	Arrivals	Shipments	Arrivals	Shipments	Arrivals	Arrivals	Shipments	Arrivals		
22-Mar	12	0	1,718,144	998,593	0	0	0	0	998,593	0	65,917	166,885	349,259	150,559	0	317,444	
29-Mar	13	0	1,312,107	1,208,864	0	0	0	0	1,208,864	0	20,587	52,935	526,215	265,530	0	318,465	
5-Apr	14	0	1,061,479	1,083,774	0	0	0	0	1,083,774	0	14,353	31,095	1,014,291	487,024	0	518,119	
12-Apr	15	0	1,164,007	962,749	0	0	0	0	962,749	0	5,493	10,069	1,260,696	639,973	0	650,041	
19-Apr	16	0	494,687	772,399	0	0	0	0	772,399	0	5,048	12,608	1,182,075	773,848	0	788,457	
26-Apr	17	0	99,015	590,028	0	0	0	0	590,028	0	0	862	724,742	873,818	0	874,681	
3-May	18	0	0	617,110	14,774	0	0	0	617,110	0	0	2,164	51,167	766,019	0	768,183	
10-May	19	243,605	0	354,072	419,408	0	0	0	1,017,085	101,822	0	3	5,472	703,062	153,779	958,666	
17-May	20	452,128	0	218,065	1,167,258	0	0	0	5,330	1,842,781	321,820	0	1,987	4,624	277,578	929,482	1,530,887
24-May	21	460,257	0	84,467	590,031	0	0	0	116,007	1,250,762	566,659	0	160	0	11,930	1,507,976	2,088,725
29-May	22	185,618	0	0	15,639	149,773	0	0	484,961	835,991	605,258	0	0	0	96,816	1,292,430	1,994,504
7-Jun	23	33,960	0	0	0	46,380	89	1,200,204	1,280,633	749,028	0	0	0	1,068,751	1,817,779		
14-Jun	24	0	115,254	0	0	6,120	1,680	1,195,878	1,318,932	548,091	0	0	0	0	724,577	1,272,668	
21-Jun	25	0	322,831	0	0	0	8,082	1,288,270	1,619,183	373,593	0	0	0	0	517,229	890,822	
28-Jun	26	0	433,237	0	0	0	25,114	1,005,334	1,463,685	344,682	0	0	0	0	271,126	615,808	
5-Jul	27	0	461,958	0	0	0	0	83,274	573,217	1,118,449	225,186	0	0	0	0	123,086	348,274
12-Jul	28	0	158,685	0	0	0	0	193,850	151,362	503,897	26,851	0	0	0	0	34,691	61,542
19-Jul	29	0	0	0	0	0	0	27,180	1,350	28,530	0	0	0	0	0	1,451	1,451
26-Jul	30	0	0	0	0	0	0	1,980	0	1,980	0	0	0	0	0	0	0
2-Aug	31	0	0	0	0	0	0	1,620	0	1,620	0	0	0	0	0	360	360

2004

Green Varieties										Red Varieties						
Coachella Packout 1/ Perlette					Chile Thompson 2/ Shipments					Mexico Entries 1/ Perlette		Total Green Supply	Chile Crimson 2/ Shipments		Mexico Flame Entries	Total Red Supply
Week Ending	Week	Arrivals	Shipments	Perlette	Arrivals	Shipments	Perlette	Arrivals	Shipments	Arrivals	Shipments	Arrivals	Arrivals	Shipments	Arrivals	
20-Mar	12	0	1,040,900	1,018,114	0	0	0	0	1,018,114	0	43,351	161,694	497,013	291,327	0	453,020
27-Mar	13	0	913,425	991,967	0	0	0	0	991,967	0	18,203	33,542	688,617	541,964	0	575,506
3-Apr	14	0	781,276	921,537	0	0	0	0	921,537	0	7,978	14,896	1,058,894	689,545	0	704,441
10-Apr	15	0	579,366	582,526	0	0	0	0	582,526	0	5,529	4,627	1,246,508	963,638	0	968,265
17-Apr	16	0	475,041	508,043	0	0	0	0	508,043	0	4,689	13,835	1,548,279	1,043,144	0	1,056,979
24-Apr	17	0	350,107	457,929	0	0	0	0	457,929	0	107	1,188,767	921,621	0	921,728	
1-May	18	0	0	354,654	0	0	0	0	354,654	0	0	2,484	68,678	869,418	0	871,902
8-May	19	103,357	0	0	167,783	0	0	0	167,783	0	77	43,346	682,419	0	694,264	
15-May	20	340,868	0	0	12,730	185,365	0	0	12,730	0	0	24,789	452,169	27,893	754,828	
22-May	21	466,959	0	0	1,590	530,323	0	0	998,872	0	0	3,462	55,129	664,025	1,194,911	
27-May	22	261,048	0	0	2,463	618,076	0	0	158,868	1,040,453	802,368	0	0	24,928	984,847	1,812,143
5-Jun	23	30,075	0	0	0	245,086	0	0	245,086	0	0	0	0	0	1,238,607	2,201,227
12-Jun	24	0	172,707	0	0	51,507	12,916	1,211,822	1,448,962	789,020	0	0	0	0	1,066,094	1,855,114
19-Jun	25	0	322,943	0	0	906	92,627	1,080,335	1,496,811	562,408	0	0	0	0	668,291	1,230,699
26-Jun	26	0	295,690	0	0	180	37,289	615,203	948,362	257,501	0	0	0	0	172,318	429,819
3-Jul	27	0	15,972	0	0	0	6,403	103,595	125,970	0	0	0	0	0	32,558	32,558
10-Jul	28	0	0	0	0	0	0	0	0	0	0	0	0	0	4,550	4,550
17-Jul	29	0	0	0	0	0	0	0	0	0	0	0	0	0	2,835	2,835

1/ Compiled from California Desert Grape Administrative Committee Annual Reports. Data for some weeks were not reported due to confidentiality concerns, and estimated were made based on the difference between the total volumes (which included all shipments), and the sum of the individual weeks, and data from the USDA Table Grape Supplement report.

2/ Arrivals data from ASOEX. Shipment data based on survey of major importers of Chilean grapes, who reported actual data for arrivals, grapes placed in cold storage.

## Comparison of Shipment Patterns, Coachella, Chilean, and Mexican Grapes

2006										
Green Varieties										
Coachella Packout 1/			Chile Thompson 2/			Mexico Entries 1/			Total Green Supply	
Week Ending	Week	Perfette	Thompson	Shipments	Prefette	Thompson	Other	White	Shipments	Supply
25-Mar	12	0	0	1,735,317	1,237,217	0	0	0	1,237,217	0
1-Apr	13	0	0	1,980,262	1,497,733	0	0	0	1,497,733	0
8-Apr	14	0	0	657,272	1,342,752	0	0	0	1,342,752	0
15-Apr	15	0	0	1,582,254	1,192,807	0	0	0	1,192,807	0
22-Apr	16	0	0	1,092,112	956,971	0	0	0	956,971	0
29-Apr	17	0	0	731,020	7,920	0	0	0	738,940	0
6-May	18	0	0	0	764,574	85,601	0	0	850,175	0
13-May	19	45,065	0	0	438,681	249,254	0	0	733,000	0
20-May	20	144,709	0	0	270,173	648,305	0	0	7,615	1,070,802
27-May	21	94,750	0	0	104,651	407,325	0	0	78,664	0
3-Jun	22	18,722	0	0	19,376	135,079	0	0	27,702	254,075
10-Jun	23	0	0	0	0	113,608	1,450	123,917	298,544	316,206
17-Jun	24	0	0	0	0	0	1,590	452,419	567,617	456,111
24-Jun	25	0	180,723	0	0	28,126	0	518,975	547,101	350,761
1-Jul	26	0	286,961	0	0	3,489	9,006	930,926	1,124,149	400,354
8-Jul	27	0	175,589	0	0	0	98,856	680,961	1,068,778	295,147
15-Jul	28	0	24,174	0	0	0	38,771	229,579	443,939	50,618
22-Jul	29	0	0	0	0	0	0	16,352	40,526	0
29-Jul	30	0	0	0	0	0	0	757	1,620	2,377

Compiled from California Desert Grape Administrative Committee Annual Reports. Data for some weeks were not reported due to confidentiality concerns, and estimated were made based on the difference between the total week-end volumes (which included all shipments), and the sum of the individual weeks and data from the USA Trade Report.

Arrivals data from ASOEX. Shipment data based on survey of major importers of Chilean grapes, who reported actual arrival data for arrivals, and grapes shipped from cold storage into the market. Shipments exceed arrivals because some oranges arrived prior to the survey date.

Due to time limitations, no survey of importers for 2006 shipment data was taken. Therefore, Chilean shipments for 2006 is based on importers' survey results of shipment/arrival ratios in 2003 for Thompsonsons, and in 2005 for Flames and Red Crimson, as these seasons' arrival patterns were most similar to arrival patterns in 2006.

## **Attachment 2a**

**Weekly Arrivals from Chile: Thompson Seedless Grapes (18 lb. lugs)**

Week	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06
48	0	0	0	5,000	0	0
49	21,288	20,893	22,665	56,432	6,407	5,765
50	101,919	77,324	99,631	96,099	29,155	11,291
51	347,486	144,850	160,065	214,347	188,789	48,815
52	349,261	206,201	270,681	304,818	371,209	194,464
1	550,209	403,965	657,981	658,791	468,582	312,837
2	533,718	526,305	726,613	545,028	555,810	445,596
3	439,323	549,557	673,976	639,788	1,000,856	649,498
4	742,153	841,021	934,317	990,524	1,002,574	1,122,529
5	901,280	685,614	1,072,783	960,155	1,205,628	843,247
6	823,986	1,248,810	758,130	897,330	930,388	664,797
7	790,518	782,654	455,540	532,612	719,141	539,414
8	686,388	770,246	540,753	868,240	913,933	632,962
9	1,002,042	1,084,896	774,880	946,412	1,457,518	1,094,840
10	1,085,775	1,367,002	1,337,193	2,035,452	2,047,841	1,682,130
11	1,231,664	1,879,326	2,312,411	1,311,255	1,802,055	2,374,231
12	1,006,842	1,626,919	1,718,144	1,040,900	1,788,325	1,735,317
13	804,990	878,240	1,312,107	913,425	1,139,748	1,980,262
14	577,361	693,204	1,061,479	781,276	590,155	857,272
15	562,422	453,668	1,164,007	579,366	616,785	1,582,254
16	418,551	558,906	494,687	475,041	333,346	1,092,112
17	384	82,430	99,015	350,107	0	0
Total	12,967,560	14,882,031	16,647,058	15,202,398	17,168,245	17,869,633

Source: ASOEX.

**Weekly Arrivals from Chile: Flame and Crimson Variety Grapes (18 lb. lugs)**

Week	Flame					Crimsons						
	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2000/01	2001/02	2002/03	2003/04	2004/05	
48	0	3,840	1,704	8,876	0	2,700	0	0	0	0	0	0
49	108,942	153,205	168,728	183,708	95,306	79,889	0	0	0	0	0	0
50	388,315	203,143	392,110	478,289	218,506	158,875	0	0	0	0	0	0
51	586,756	395,030	584,875	881,461	658,438	434,885	0	0	0	0	0	0
52	651,677	508,397	826,945	1,106,421	1,221,333	1,045,870	0	0	0	0	0	0
1	898,716	820,238	1,104,323	1,075,872	1,535,335	1,085,133	0	0	0	0	3,603	0
2	1,053,431	876,598	1,657,194	857,584	1,234,617	1,228,603	0	0	0	480	1,615	0
3	781,825	986,778	692,551	987,949	1,359,071	1,232,834	0	1,520	3,492	1,275	0	0
4	1,174,037	1,026,421	1,026,873	1,416,333	1,493,793	1,318,192	96	2,055	7,395	3,974	3,432	0
5	1,169,113	1,180,132	838,409	1,395,477	1,813,641	907,761	192	480	8,327	10,992	13,993	1,044
6	1,024,545	1,678,617	963,431	1,828,351	1,518,050	1,891,304	1,952	768	5,328	17,559	30,534	7,558
7	1,337,778	1,557,356	1,177,582	1,164,763	1,569,899	2,074,682	384	384	15,229	18,457	24,093	44,873
8	903,969	1,362,652	1,423,506	1,437,273	1,143,864	1,987,144	696	2,107	32,309	65,686	79,681	49,781
9	649,317	1,002,068	887,684	552,720	649,755	1,441,653	6,408	3,152	48,074	60,539	139,783	95,639
10	233,072	472,580	528,028	431,440	264,449	552,452	16,068	20,701	98,032	178,107	258,069	158,870
11	146,028	227,028	237,029	125,673	57,972	180,317	41,256	24,802	253,081	201,927	326,827	491,679
12	59,840	98,548	65,917	43,351	51,869	78,852	74,320	155,594	349,259	497,013	675,955	538,285
13	23,609	19,141	20,557	18,203	27,455	40,469	126,902	231,654	526,215	688,617	1,147,671	1,239,460
14	4,449	2,972	14,353	7,978	17,498	8,916	168,891	571,304	1,014,291	1,068,894	1,555,450	994,985
15	3,248	312	5,493	5,529	24,170	16,317	284,936	747,719	1,260,696	1,246,508	1,887,972	2,975,761
16	820	742	5,048	4,689	13,626	3,972	553,438	1,082,089	1,182,075	1,548,279	2,269,569	3,431,418
17	0	0	0	0	0	0	0	5,020	204,833	724,742	1,188,767	5,160
18	0	0	0	0	0	0	5,512	12,279	51,167	68,678	137,894	55,660
19	0	0	0	0	0	0	1,056	0	5,472	43,346	1,824	32,754
20	0	0	0	0	0	0	9,244	0	4,624	24,799	0	432
21	0	0	0	0	0	0	0	0	0	0	0	0
22	0	0	0	0	0	0	0	0	0	0	0	0
Total	11,199,487	12,577,798	12,622,340	14,011,940	14,968,647	15,770,820	1,296,371	3,061,441	5,590,288	6,938,635	8,557,907	10,124,415

Source: ASOEX.

## **Attachment 3a**

## Chilean Exports of Grapes, in Metric Tons

All Grapes		Thompson		Flame		Red Globe		Ribier		All Other <sup>a</sup>	
Sum of Categories		HTS 0806.1010		HTS 0806.1020		HTS 0806.1030		HTS 0806.1040		HTS 0806.1050	
World	U.S.	All Other	World	U.S.	All Other	World	U.S.	All Other	World	U.S.	All Other
Nov-00	1,984	1,963	21	1,440	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Dec-00	35,524	37,084	524	11,076	12,099	n/a	n/a	n/a	n/a	n/a	n/a
Jan-01	99,165	96,076	1,084	14,440	14,440	n/a	n/a	n/a	n/a	n/a	n/a
Feb-01	116,477	76,618	39,859	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mar-01	146,760	72,307	72,453	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Apr-01	112,380	46,253	64,127	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
May-01	29,771	3,970	25,801	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Jun-01	8,098	511	7,587	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Jul-01	33	35	35	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Aug-01	274	0	274	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Sep-01	5	0	5	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Oct-01	0	0	0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Nov-01	2,778	2,752	26	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Dec-01	26,606	24,862	1,733	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Jan-02	98,988	11,988	29,500	25	343	4,157	43,208	42,488	720	6,030	2,363
Feb-02	150,661	37,056	40,958	29	927	11,071	41,268	39,427	1,841	27,125	7,526
Mar-02	160,322	93,198	67,774	68,816	43,243	25,633	7,961	7,366	595	50,162	14,771
Apr-02	153,188	73,888	79,310	28,654	16,556	12,168	390	350	40	71,666	51,955
May-02	38,052	6,702	31,350	1,345	185	1,160	21	0	31,529	5,949	25,534
Jun-02	12,342	490	11,832	7	0	7	10	0	11,750	463	11,281
Jul-02	5,311	157	5,154	8	0	8	0	0	5,066	157	5,363
Aug-02	1,257	0	1,237	24	0	20	0	20	1,180	0	1,180
Sep-02	0	0	0	0	0	0	0	0	0	0	0
Oct-02	0	0	0	0	0	0	0	0	0	0	0
Nov-02	4,897	4,770	127	198	0	0	0	0	0	0	0
Dec-02	49,984	48,411	1,583	10,354	10,031	3,03	23,359	22,972	387	68	190
Jan-03	105,570	87,640	17,930	35,589	29,446	6,103	39,462	38,242	1,220	12,269	3,864
Feb-03	117,529	78,770	36,559	34,711	22,462	12,299	32,651	31,719	932	30,290	9,381
Mar-03	184,730	116,578	68,152	83,648	55,451	28,197	8,897	8,651	156	46,401	14,136
Apr-03	175,761	78,347	97,414	32,041	19,126	12,915	66,3	265	398	82,372	17,350
May-03	45,953	4,116	41,855	1,510	153	1,357	1	1	0	36,200	7,968
Jun-03	10,779	453	9,726	81	0	81	0	0	9,105	371	8,734
Jul-03	2,626	16	2,512	4	0	4	13	0	13	2,484	0
Aug-03	501	0	501	13	0	13	0	0	501	432	55
Sep-03	316	245	71	12	11	1	0	0	99	79	20
Oct-03	22	0	22	0	0	0	0	0	0	0	0
Nov-03	5,629	5,482	147	327	0	0	0	0	0	0	0
Dec-03	57,415	55,983	2,322	11,307	10,594	803	30,083	29,676	207	1,956	228
Jan-04	104,360	88,807	15,553	32,644	27,146	5,488	43,715	42,226	1,489	11,299	4,115
Feb-04	131,529	98,852	32,361	39,585	36,386	2,886	34,483	32,866	25,997	173	135
Mar-04	187,533	95,984	92,559	75,640	41,012	34,628	4,281	3,683	616	58,608	11,663
Apr-04	153,770	66,019	87,751	22,304	12,024	4,456	361	95	72,445	15,918	55,327
May-04	3,356	5,811	25,515	584	115	469	4	0	4	23,602	4,510
Jun-04	4,052	251	3,804	0	0	3	0	0	3,658	160	3,496
Jul-04	1,151	0	1,151	0	0	0	0	0	1,121	0	1,121
Aug-04	490	110	380	163	17	146	7	0	251	86	165
Sep-04	22	0	22	0	0	0	0	0	0	0	0
Oct-04	27	0	27	0	0	0	0	0	0	0	0
Nov-04	3,532	0	101	0	101	0	1,378	0	0	0	0
Dec-04	4,882	39,316	1,019	919	918	63	2	31,386	2,406	29,980	82
Jan-05	4,298	4,260	7,710	6,946	5,024	2,695	256	256	181	57	57
Feb-05	107,247	95,934	11,313	32,271	28,741	3,946	49,357	47,813	1,544	8,289	3,727
Mar-05	163,032	107,228	45,804	49,249	32,814	16,315	44,603	41,639	2,964	28,010	8,696
Apr-05	195,077	101,640	90,806	52,522	37,000	6,057	547	547	50,538	7,501	44,037
May-05	194,817	87,738	107,079	18,638	18,253	14,385	6,672	64	83,796	14,937	60,159
Jun-05	4,208	4,882	39,316	1,019	1,019	0	3,658	0	0	0	0
Jul-05	4,298	4,260	7,710	6,946	5,024	2,695	256	256	181	57	57
Aug-05	1,168	634	532	46	0	34	0	553	65	488	0
Sep-05	278	20	286	0	0	0	0	234	0	0	0
Oct-05	52	0	52	0	0	0	0	37	0	0	0
Nov-05	1,837	1,818	1,9	36	0	393	0	19	0	43	0
Dec-05	36,470	35,205	1,215	3,771	3,480	281	19,230	18,838	392	177	120
Jan-06	99,382	88,022	11,310	26,020	4,080	45,926	44,171	1,755	6,417	8,289	3,727
Feb-06	146,131	101,974	44,157	41,380	23,710	17,670	58,152	53,533	4,619	17,038	3,612
Mar-06	223,245	125,220	98,204	60,446	44,201	11,553	10,664	889	50,534	42,080	13,095
Apr-06	222,772	107,554	115,218	49,658	30,684	19,004	4,747	4,749	25,765	9,765	6,074
May-06	67,603	9,987	57,606	5,141	1,243	3,896	81	64	17	38,244	2,588
Jun-06	9,829	252	9,577	102	0	102	0	0	8,122	205	7,917

\* Total exports minus other identified varieties, assumed to be comprised primarily of Crimsons.

Source: Official Chilean Export Statistics. Sourced from Global Trade Information Services.

## **Attachment 4a**

## Data Used in Regression Analysis for Thompsons

	Week	QTY	ORDER	DUM2002	DUM2003	DUM2004	DUM2005	DUM2006
2001	11	1,231,664	0	0	0	0	0	0
	12	1,006,842	0	0	0	0	0	0
	13	804,990	0	0	0	0	0	0
	14	577,361	0	0	0	0	0	0
	15	552,422	0	0	0	0	0	0
	16	418,551	0	0	0	0	0	0
	17	384	1	0	0	0	0	0
2002	11	1,879,326	0	1	0	0	0	0
	12	1,626,919	0	1	0	0	0	0
	13	878,240	0	1	0	0	0	0
	14	693,204	0	1	0	0	0	0
	15	453,668	0	1	0	0	0	0
	16	558,906	0	1	0	0	0	0
	17	82,430	1	1	0	0	0	0
2003	11	2,312,411	0	0	1	0	0	0
	12	1,718,144	0	0	1	0	0	0
	13	1,312,107	0	0	1	0	0	0
	14	1,061,479	0	0	1	0	0	0
	15	1,164,007	0	0	1	0	0	0
	16	494,687	0	0	1	0	0	0
	17	99,015	1	0	1	0	0	0
2004	10	2,035,452	0	0	0	1	0	0
	11	1,311,255	0	0	0	1	0	0
	12	1,040,900	0	0	0	1	0	0
	13	913,425	0	0	0	1	0	0
	14	781,276	0	0	0	1	0	0
	15	579,366	0	0	0	1	0	0
	16	475,041	0	0	0	1	0	0
2005	17	350,107	1	0	0	1	0	0
	18	0	1	0	0	1	0	0
	10	2,047,841	0	0	0	0	1	0
	11	1,802,055	0	0	0	0	1	0
	12	1,788,325	0	0	0	0	1	0
	13	1,139,748	0	0	0	0	1	0
	14	590,155	0	0	0	0	1	0
2006	15	616,785	0	0	0	0	1	0
	16	333,346	1	0	0	0	1	0
	17	0	1	0	0	0	1	0
	10	1,682,130	0	0	0	0	0	1
	11	2,374,231	0	0	0	0	0	1
	12	1,735,317	0	0	0	0	0	1
	13	1,980,262	0	0	0	0	0	1
	14	857,272	0	0	0	0	0	1
	15	1,582,254	0	0	0	0	0	1
	16	1,092,112	1	0	0	0	0	1
	17	0	1	0	0	0	0	1

## The AUTOREG Procedure

Dependent Variable QTY

## Ordinary Least Squares Estimates

	SSE	3.02137E12	DFE	38
	MSE	7.95098E10	Root MSE	281975
	SBC	1306.94365	AIC	1292.31452
Regress R-Square	0.8513	Total R-Square	0.8513	
Durbin-Watson	1.9978			

Variable	DF	Estimate	Standard Error	t value	Approx Pr >  t
Intercept	1	4084417	365077	11.19	<.0001
Week	1	-244200	25958	-9.41	<.0001
ORDER	1	-67071	146822	-0.46	0.6504
DUM2002	1	225783	150722	1.50	0.1424
DUM2003	1	509948	150722	3.38	0.0017
DUM2004	1	181162	142579	1.27	0.2116
DUM2005	1	268837	148313	1.81	0.0778
DUM2006	1	642003	148313	4.33	0.0001

## Estimates of Autocorrelations

Lag	Covariance	Correlation	-1	9	8	7	6	5	4	3	2	1	0	1	2	3	4	5	6	7	8	9	1
0	6.568E10	1.000000		*****																			
1	-3.032E9	-0.046167		*																			
2	4.3606E8	0.006639																					
3	5.2388E8	0.007976																					
4	3.0481E9	0.046407															*						
5	-1.92E10	-0.292136		*****																			
6	-2.13E10	-0.324638		*****																			

Preliminary MSE 5.118E10

## The AUTOREG Procedure

## Estimates of Autoregressive Parameters

Lag	Coefficient	Standard Error	t Value
1	0.143191	0.163375	0.88
2	-0.020683	0.156486	-0.13
3	-0.016629	0.156393	-0.11
4	-0.036787	0.156393	-0.24
5	0.301700	0.156486	1.93
6	0.381934	0.163375	2.34

## Yule-Walker Estimates

SSE	2.01074E12	DFE	32
MSE	6.28358E10	Root MSE	250671
SBC	1312.57812	AIC	1286.97714
Regress R-Square	0.9040	Total R-Square	0.9010
Durbin-Watson	2.0636		

Variable	DF	Estimate	Standard Error	t Value	Approx Pr >  t
Intercept	1	4145729	284632	14.57	<.0001
Week	1	-251285	20587	-12.21	<.0001
ORDER	1	-11315	123968	-0.09	0.9278
DUM2002	1	351534	132055	2.66	0.0120
DUM2003	1	459208	104358	4.40	0.0001
DUM2004	1	210530	103789	2.03	0.0509
DUM2005	1	318617	105963	3.01	0.0051
DUM2006	1	624009	109772	5.68	<.0001

## **Attachment 5a**

**Estimate of Increase in Thompson Imports Into the United States Resulting from Change in  
Marketing Order Date to May 1**

ASOEX Exports to United States Lugs	Chile Export Data HS#08061010, Thompson Metric Tons				Percent of Exports All Other	Additional Volume of Thompson Imports 1/ Lugs
	World	U.S.	All Other	US		
Mar-01 4,129,271	n/a	n/a	n/a	n/a	n/a	n/a
Apr-01 1,548,718	n/a	n/a	n/a	n/a	n/a	n/a
May-01 0	n/a	n/a	n/a	n/a	n/a	n/a
Mar-02 5,751,487	68,876	43,243	25,633	62.8%	37.2%	
Apr-02 1,788,208	28,664	16,556	12,108	57.8%	42.2%	1,964,622
May-02 1,345	185	1,160	1,160	13.8%	86.2%	
Jun-02 0	7	0	7	0.0%	100.0%	80,768
Mar-03 6,679,855	83,648	55,451	28,197	66.3%	33.7%	
Apr-03 2,819,188	32,041	19,126	12,915	59.7%	40.3%	258,953
May-03 0	1,510	153	1,357	10.1%	89.9%	103,861
Jun-03 0	81	0	81	0.0%	100.0%	
Mar-04 5,301,032	75,640	41,012	34,628	54.2%	45.8%	
Apr-04 2,185,790	22,304	12,030	10,274	53.9%	46.1%	7,744
May-04 0	584	115	469	19.7%	80.3%	24,697
Jun-04 0	0	0	0	0.0%	0.0%	
Mar-05 8,235,487	90,806	52,522	38,284	57.8%	42.2%	
Apr-05 1,540,286	32,638	18,253	14,385	55.9%	44.1%	76,519
May-05 0	1,079	131	948	12.1%	87.9%	60,393
Jun-05 0	87	40	47	46.0%	54.0%	
Mar-06 8,866,780	106,446	62,245	44,201	58.5%	41.5%	1,616,805
Apr-06 3,531,638	49,658	30,654	19,004	61.7%	38.3%	258,953
May-06 0	5,141	1,243	3,898	24.2%	75.8%	7,744
Jun-06 0	102	0	102	0%	100%	2004
						76,519
						2005
						0
						2006
						103,926 April Average

1/ Predicted volumes of Thompsons to the U.S. based on applying the percentage of world exports exported to the United States in March to total exports in April, and assuming this additional volume would have been exported to the United States. For example, in 2002, the additional volume April is  $(0.63 * 28,664) - (16,556)^*$   $(2,204,6218)$ . In 2006, there was no additional predicted volume in April because the United already accounted for a higher percentage of total world exports than in March.

2002	176,414
2003	258,953
2004	7,744
2005	76,519
2006	0

## Estimates of Actual and Predicted Chilean Grape Shipments Into the U.S. Market, and Price Effects

<b>Thompsons</b>									
Week Ending	Week	Actual Arrivals 1/	Predicted Arrivals 2/	Percent Shipped 3/	Actual Shipments 4/	Predicted Shipments 5/	Increase in Supply 6/	Price Effect 7/	
		Lugs	Lugs		Lugs	Lugs		\$/Lug	
2003	22-Mar	12	1,718,144	1,718,144	17.1%	998,593	998,593		
	29-Mar	13	1,312,107	1,312,107	20.7%	1,208,864	1,208,864		
	5-Apr	14	1,061,479	1,061,479	18.5%	1,083,774	1,083,774		
	12-Apr	15	1,164,007	1,164,007	16.5%	962,749	962,749		
	19-Apr	16	494,887	494,887	13.2%	772,398	772,398		
	26-Apr	17	99,915	357,968	10.1%	590,028	671,325	81,298	
	3-May	18	0	0	10.5%	617,110	702,139	85,029	
	10-May	19	0	0	6.1%	354,072	402,859	48,786	
	17-May	20	0	0	3.7%	218,065	248,111	30,046	
	24-May	21	0	0	1.4%	84,467	96,105	11,638	
	31-May	22	0	0	0.3%	15,638	17,794	2,155	
2004	20-Mar	12	1,040,900	1,040,900	24.6%	901,114	1,018,114	-0.01	
	27-Mar	13	913,425	913,425	24.0%	991,967	991,967		
	3-Apr	14	781,276	781,276	22.3%	92,537	921,537		
	10-Apr	15	579,366	579,366	14.1%	582,526	582,526		
	17-Apr	16	475,041	475,041	12.3%	508,043	508,043		
	24-Apr	17	350,07	357,851	11.1%	457,929	461,486	3,556	
	1-May	18	0	0	8.6%	354,654	357,408	-0.02	
	8-May	19	0	0	4.1%	167,783	169,086	-0.01	
	15-May	20	0	0	0.3%	12,730	12,828	99	
	22-May	21	0	0	0.0%	1,580	1,602	12	
	29-May	22	0	0	0.1%	2,463	2,482	19	
	26-Mar	12	1,788,325	1,788,325	17.2%	770,716	770,716		
	2-Apr	13	1,139,748	1,139,748	20.8%	930,114	930,114		
	9-Apr	14	590,155	590,155	18.4%	820,059	820,059		
	16-Apr	15	616,785	616,785	14.2%	635,975	635,975		
	23-Apr	16	333,346	333,346	11.3%	504,847	504,847		
	30-Apr	17	0	76,519	0.0%	447,363	494,147	46,783	
	7-May	18	0	0	4.5%	200,060	220,982	20,921	
	14-May	19	0	0	1.5%	66,167	73,087	6,920	
	21-May	20	0	0	0.3%	12,040	13,299	1,259	
	28-May	21	0	0	0.1%	4,157	4,592	435	
	4-Jun	22	0	0	0.0%	1,917	2,118	201	
2005	25-Mar	12	1,735,317	1,735,317	17.1%	1,237,217	1,237,217		
	1-Apr	13	1,980,282	1,980,282	20.7%	1,497,733	1,497,733		
	8-Apr	14	857,272	857,272	18.5%	1,342,752	1,342,752		
	15-Apr	15	1,582,254	1,582,254	16.5%	1,192,807	1,192,807		
	22-Apr	16	1,092,112	1,092,112	13.2%	958,971	958,971		
	29-Apr	17	0	0	10.1%	731,020	731,020	0	
	6-May	18	0	0	10.5%	764,574	764,574	0	
	13-May	19	0	0	6.1%	438,681	438,681	0	
	20-May	20	0	0	3.7%	270,173	270,173	0	
	27-May	21	0	0	1.4%	104,651	104,651	0	
	3-Jun	22	0	0	0.3%	19,376	19,376	0	

1/ Source: ASOEX.

2/ Predicted arrivals based on analysis contained in prior page, with additional arrival volume applied to week 17 arrival volumes.

3/ Percent shipped based on survey of importers. See Attachment 1a of earlier Capital Trade Study.

Due to time limitations, no survey of importers for 2006 shipment data was taken. Therefore, Chilean shipments for 2006 is based on importers' survey results of shipment/arrival ratios in 2003 for Thompsons, as those seasons' arrival patterns were most similar to arrival patterns in 2006.

4/ Sum of total arrivals multiplied by percent shipped.

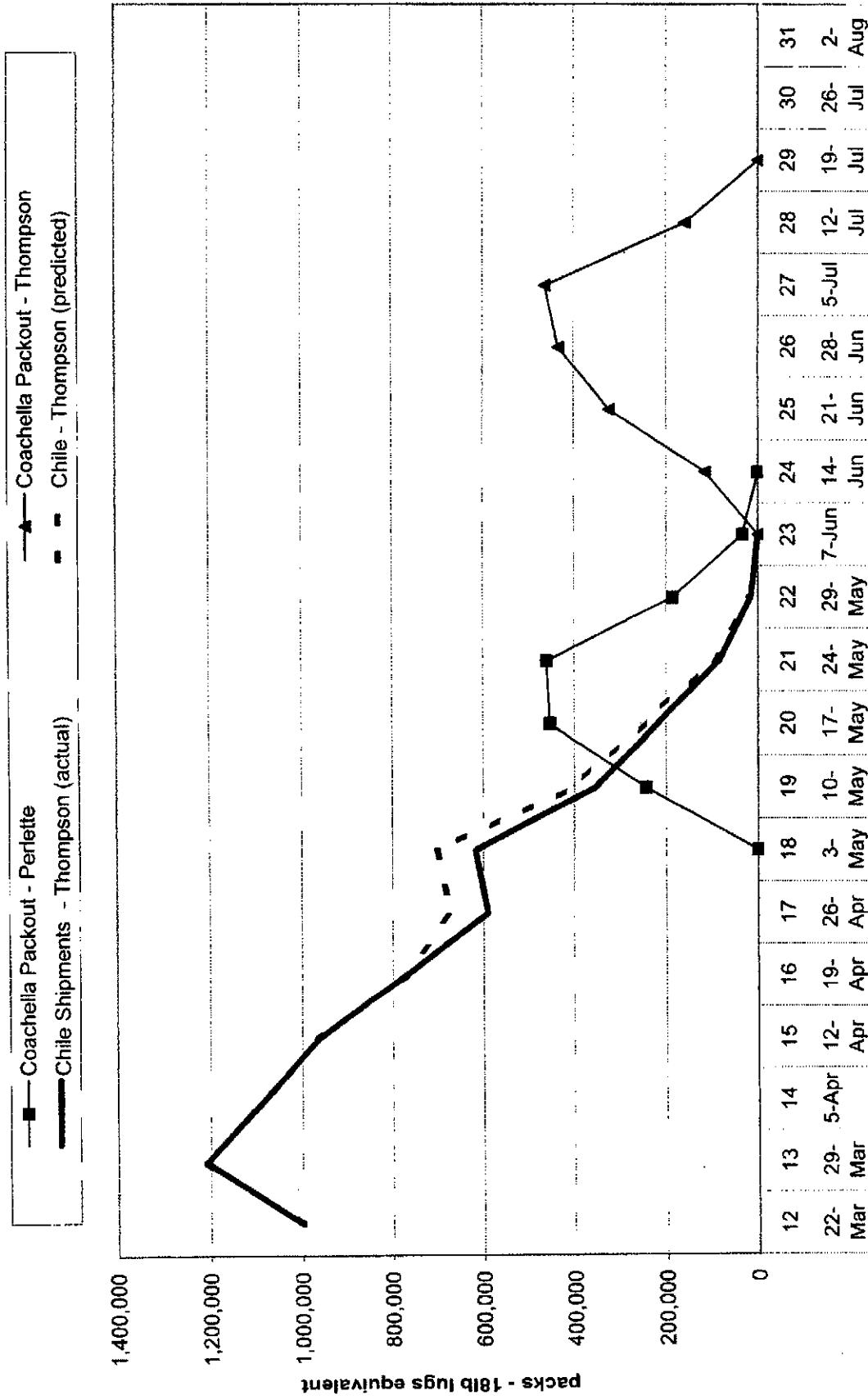
5/ Predicted shipments prior to week 17 remain as actual shipments. From week 17 and forward, predicted shipments are actual shipments plus the additional arrival volume distributed the same as actual shipments from week 17 forward.

6/ Predicted shipment volume minus actual shipment volume.

7/ Increase in shipment volume into the market times the estimate of the effect on market price of an increase in shipment volume-i.e., \$0.000045 decrease in price for every lug increase in supply volume.

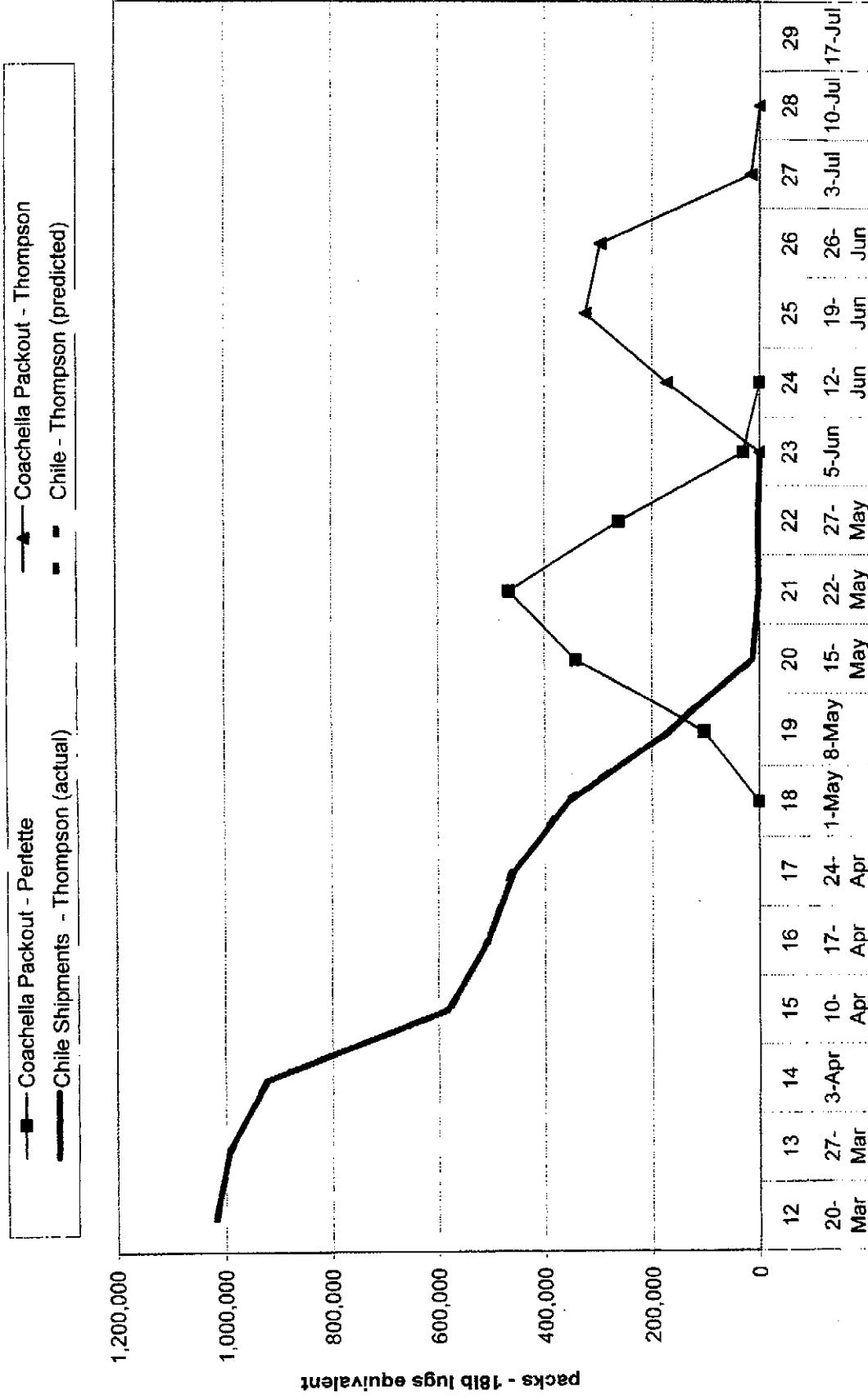
## **Attachment 6a**

### 2003 Green Table Grapes: Overlap between Chile and Coachella



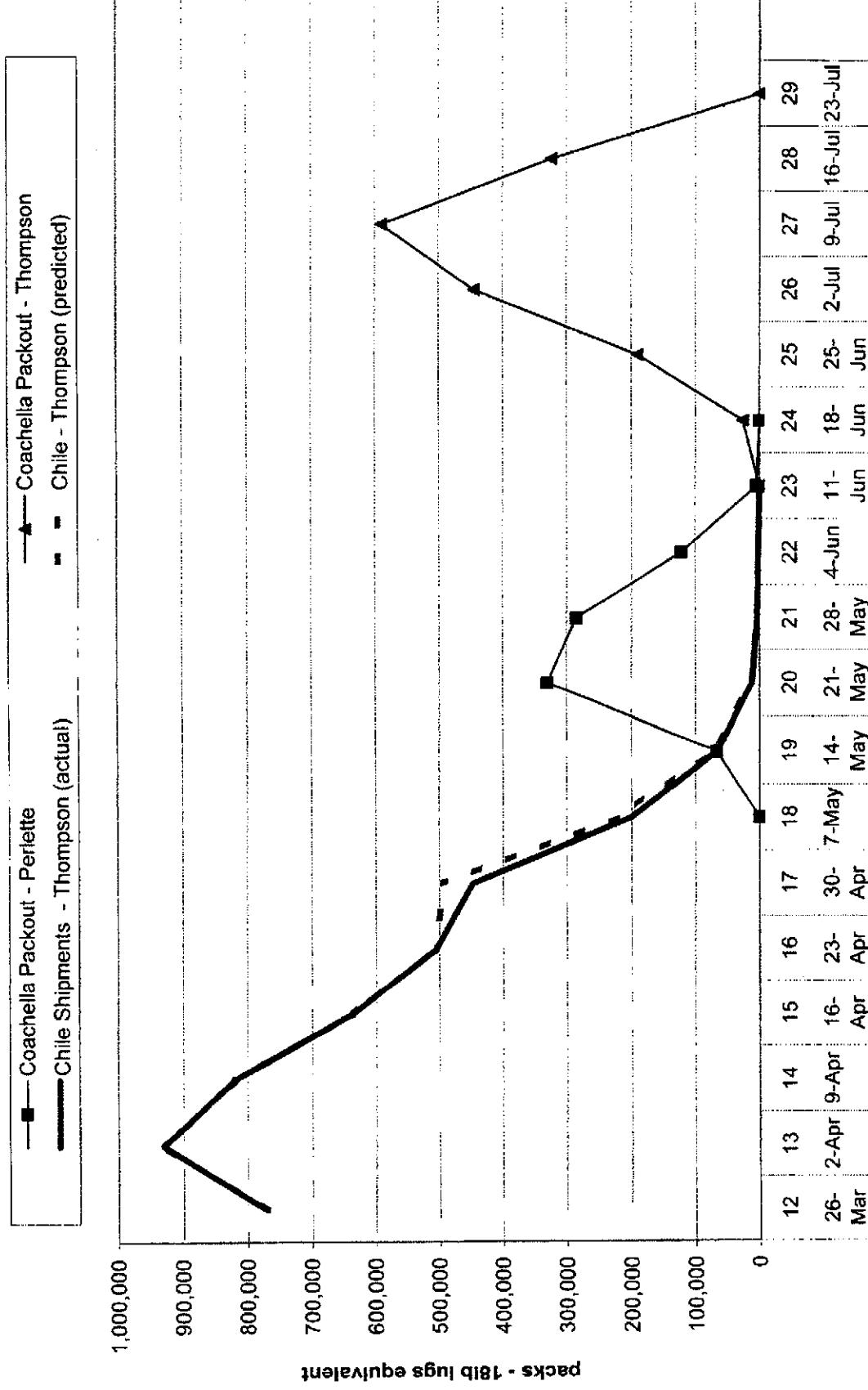
Sources: California Desert Grape Administrative Committee annual reports, ASOEX, survey of importers of Chilean grapes and analysis (attached).

### 2004 Green Table Grapes: Overlap between Chile and Coachella



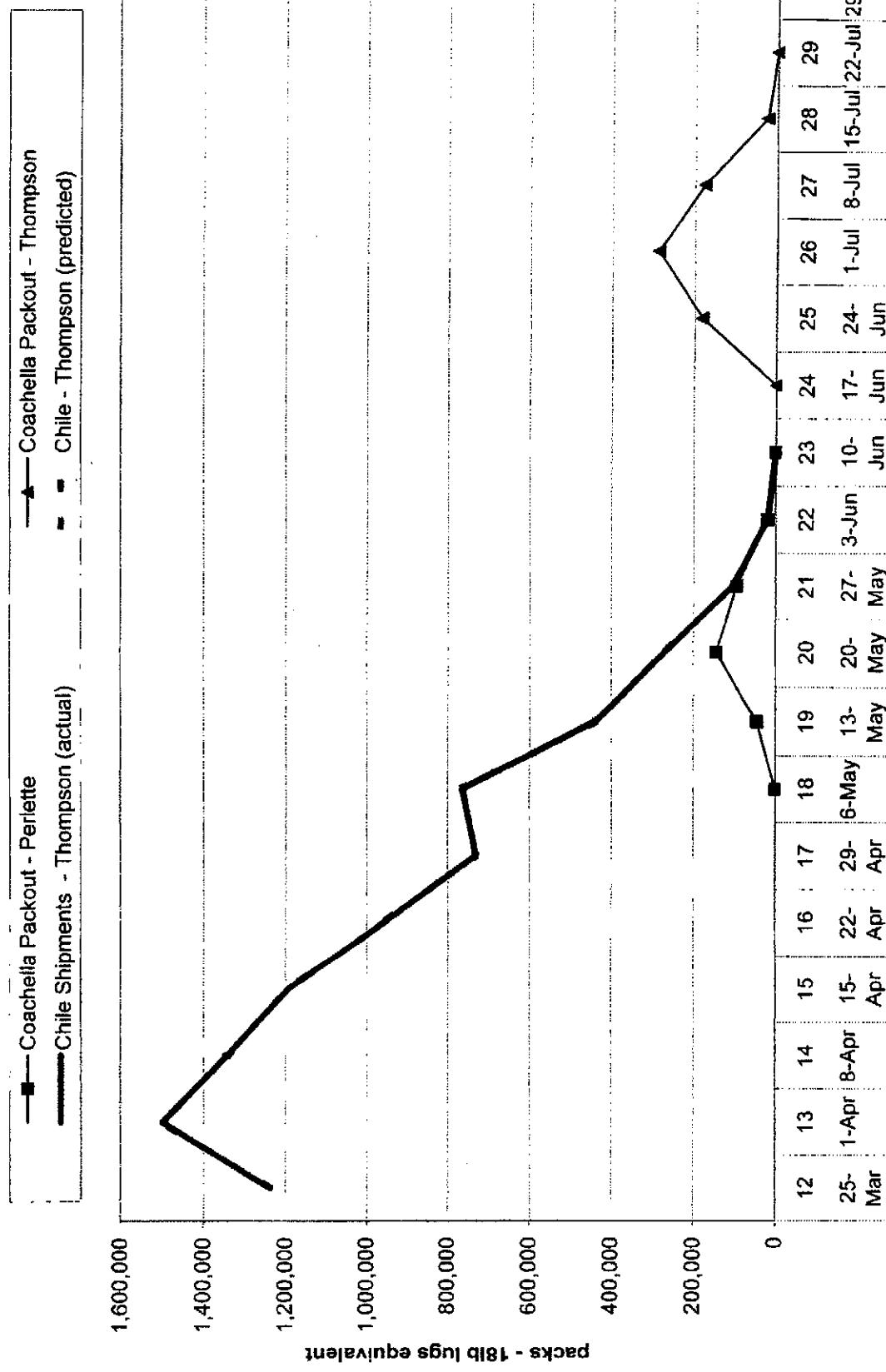
Sources: California Desert Grape Administrative Committee annual reports, ASOEX, survey of importers of Chilean grapes and analysis (attached).

## 2005 Green Grapes: Overlap between Chile and Coachella



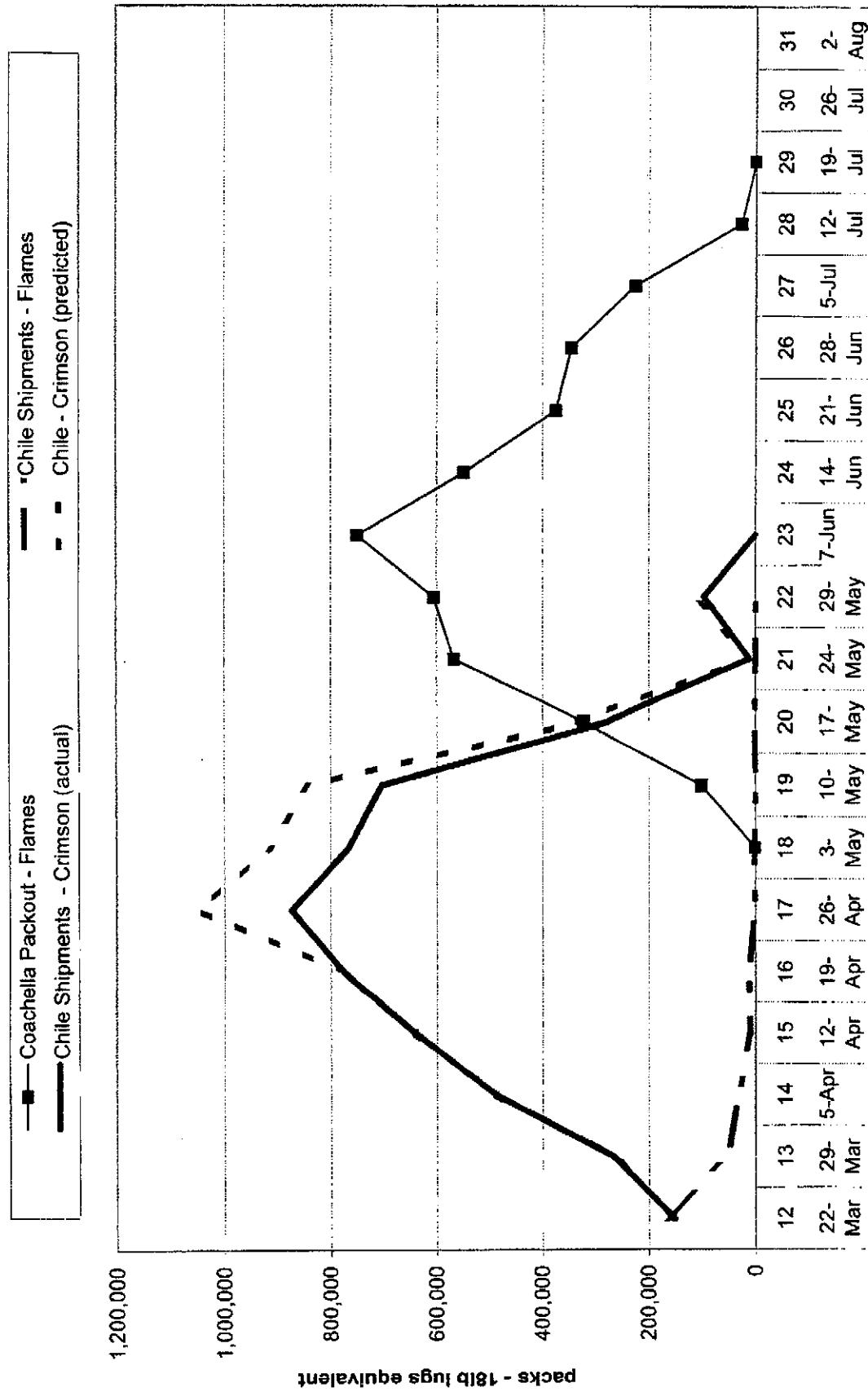
Sources: California Desert Grape Administrative Committee annual reports, ASOEEX, survey of importers of Chilean grapes and analysis (attached).

## 2006 Green Grapes: Overlap between Chile and Coachella



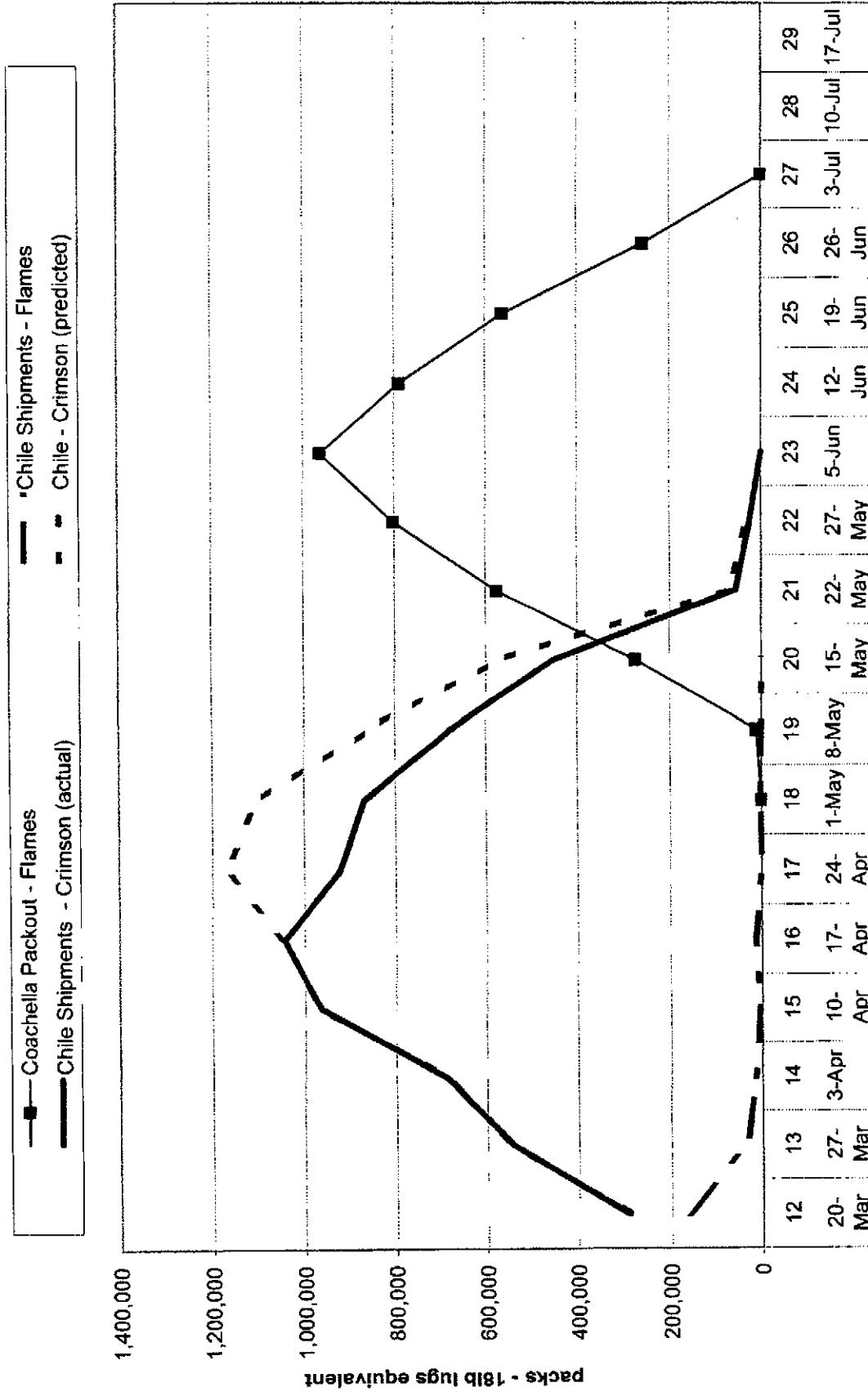
Sources: California Desert Grape Administrative Committee annual reports, ASOEX, survey of importers of Chilean grapes and analysis (attached).

### 2003 Red Table Grapes: Overlap between Chile and Coachella



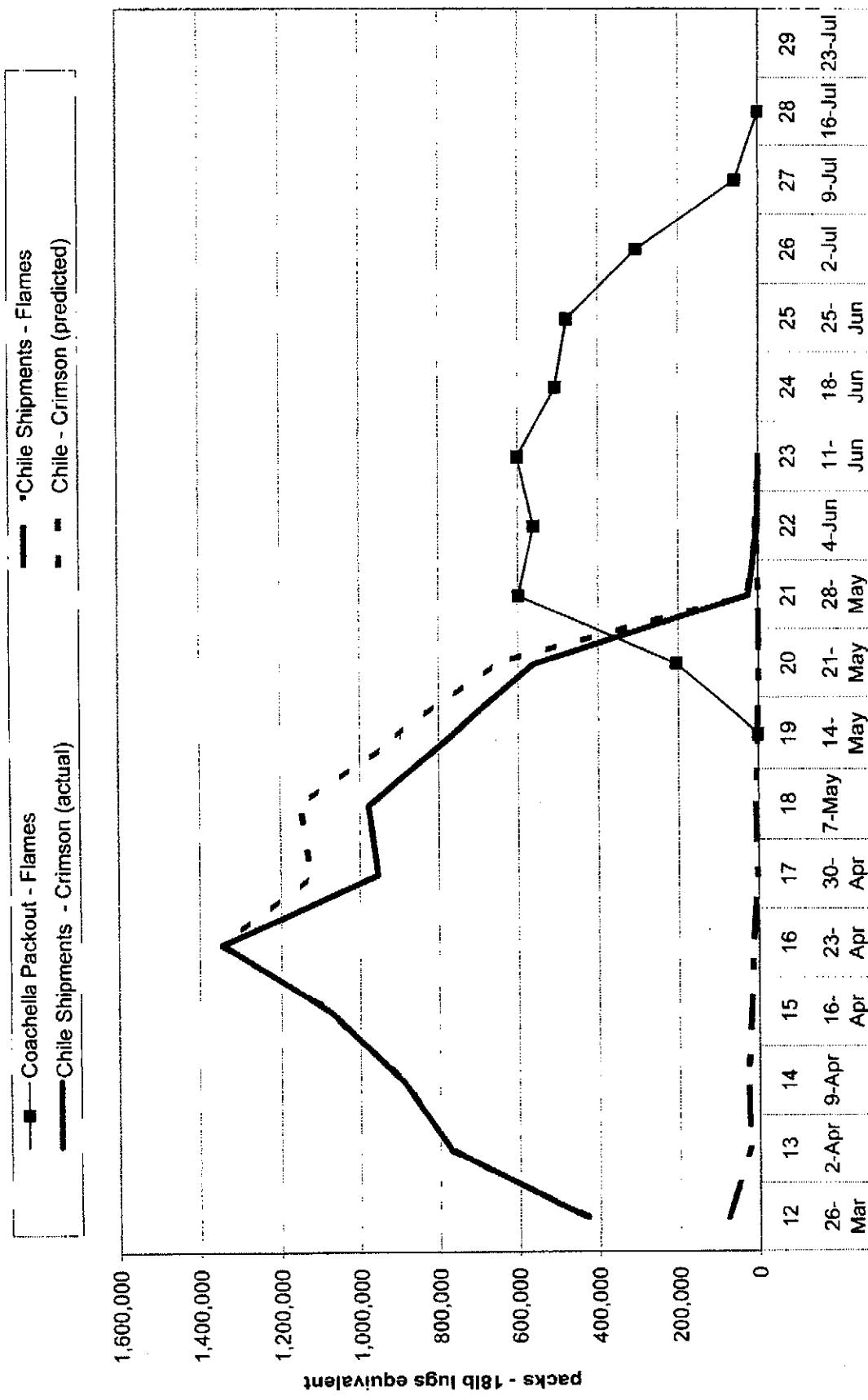
Sources: California Dessert Grape Administrative Committee annual reports, ASOEX, survey of importers of Chilean grapes and analysis (attached).

## 2004 Red Table Grapes: Overlap between Chile and Coachella



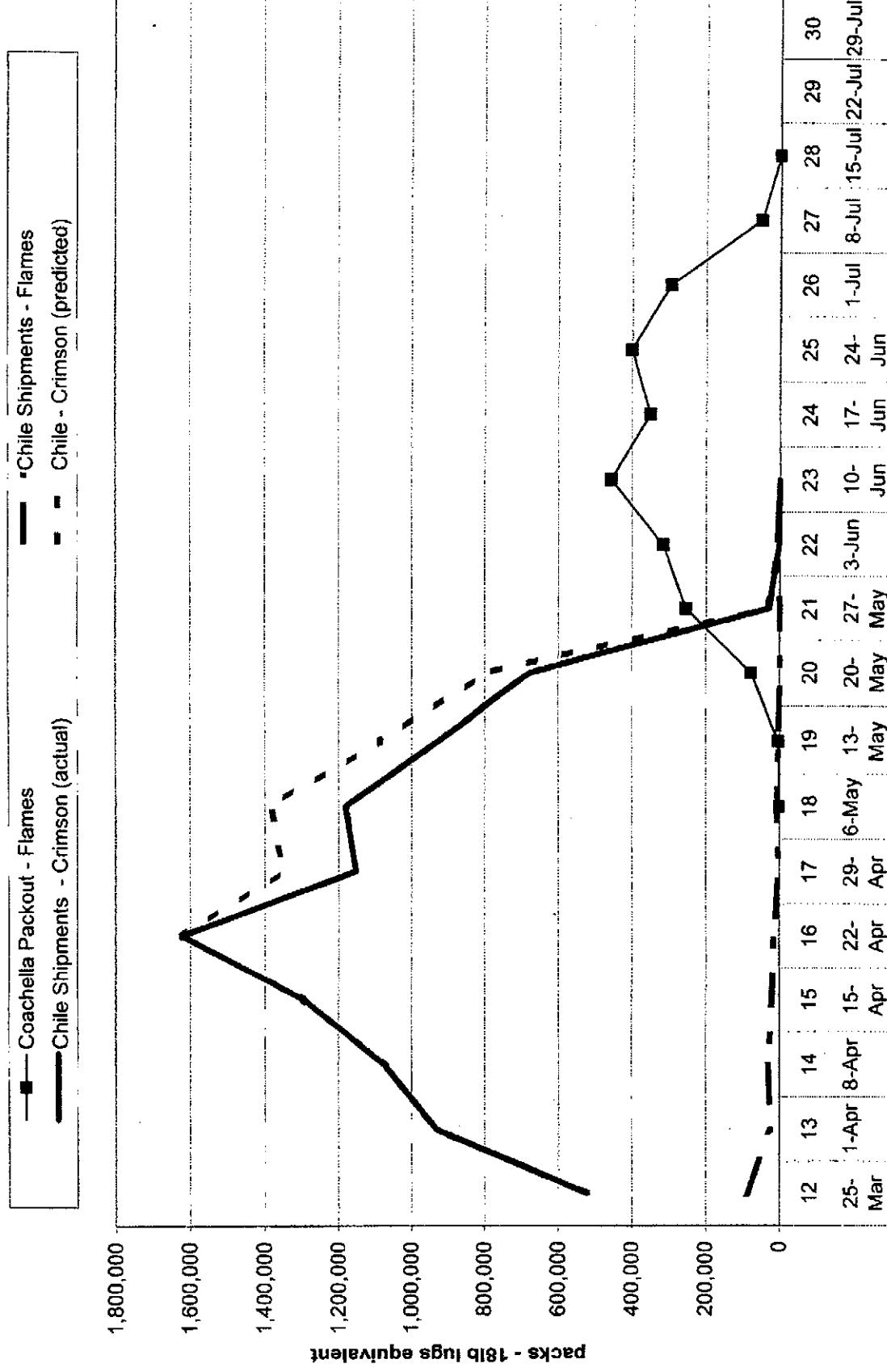
Sources: California Desert Grape Administrative Committee annual reports, ASOEX, survey of importers of Chilean grapes and analysis (attached).

## 2005 Red Table Grapes: Overlap between Chile and Coachella



Sources: California Desert Grape Administrative Committee annual reports, ASOEX, survey of importers of Chilean grapes and analysis (attached).

## 2006 Red Table Grapes: Overlap between Chile and Coachella



Sources: California Desert Grape Administrative Committee annual reports, ASOE/X, survey of importers of Chilean grapes and analysis (attached).

## **Attachment 7a**

**Estimate of Increase in Crimson Imports Into the United States Resulting from  
Change in Marketing Order Date to May 1**

ASOEX Exports to United States	Chile Export Data HS#08061090, All Others					Percent of Exports	Additional Volume of Crimson Imports 1/	Predicted Crimson Imports
	World	U.S.	All Other	US	All Other			
Lugs	Tons	Lugs	Tons	Lugs	Tons	Lugs	Lugs	Lugs
Mar-01	258,546	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Apr-01	1,012,285	n/a	n/a	n/a	n/a	n/a	n/a	n/a
May-01	15,812	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Mar-02	432,751	32,241	27,698	4,543	85.9%	14.1%		
Apr-02	2,605,945	43,896	36,471	8,425	80.8%	19.2%	274,319	2,880,264
May-02	12,279	2,809	281	2,528	10.0%	90.0%	261,148	273,427
Jun-02	0	343	17	326	5.0%	95.0%	34,009	34,009
Mar-03	1,226,587	43,939	38,001	5,938	86.5%	13.5%		
Apr-03	4,232,971	52,833	40,886	11,947	77.4%	22.6%	588,762	4,821,733
May-03	10,096	6,646	906	5,740	13.6%	86.4%	593,024	603,120
Jun-03	0	760	82	678	10.8%	89.2%	70,461	70,461
Mar-04	2,634,558	45,809	38,294	7,515	83.6%	16.4%		
Apr-04	4,052,232	52,549	37,300	15,249	71.0%	29.0%	811,827	4,864,059
May-04	68,145	5,956	1,157	4,799	19.4%	80.6%	468,104	536,249
Jun-04	0	301	84	217	27.9%	72.1%	20,530	20,530
Mar-05	2,548,305	45,249	36,805	9,444	79.1%	20.9%		
Apr-05	5,718,151	73,693	53,581	20,112	72.7%	27.3%	579,497	6,297,648
May-05	139,718	10,859	2,272	8,587	20.9%	79.1%	774,140	913,858
Jun-05	0	327	23	304	7.0%	93.0%	28,875	28,875
Mar-06	2,523,933	53,406	42,090	11,316	78.8%	21.2%		
Apr-06	7,408,380	90,704	65,916	24,788	72.7%	27.3%	682,093	8,090,473
May-06	88,846	22,224	6,025	16,199	27.1%	72.9%	1,407,287	1,496,133
Jun-06	0	1,458	47	1,411	3.2%	96.8%	134,980	134,980

1/ Predicted volumes of Crimson into the U.S. based on applying the percentage of world exports exported to the United States in March to total exports in April, and assuming this additional volume would have been exported to the United States. For example, in 2002, the additional volume April is  $(0.86 * 43,896) - (35,471) * (2,204.6/218)$ . This estimate assumes that the relative distribution of total exports in April was the same as in March, with no change in total export volume.

274,319	2002
588,762	2003
811,827	2004
579,497	2005
682,093	2006
587,299	April Average

## Estimates of Actual and Predicted Chilean Grape Shipments Into the U.S. Market, and Price Effects

Week Ending	Week	Flames			Red Crimson			Predicted Shipments 5/ Actual Shipments 4/	Percent Shipped 1/ Actual Arrivals 1/	Actual Arrivals 1/ Lugs	Actual Arrivals 1/ Shipments	Actual Arrivals 2/ Lugs	Percent Shipped 3/ Actual Arrivals 2/ Lugs	Actual Arrivals 2/ Shipments	Percent Shipped 4/ Actual Arrivals 2/ Lugs	Actual Arrivals 2/ Shipments	Percent Shipped 5/ Actual Arrivals 2/ Lugs	Increase in Supply 6/ Actual Arrivals 2/ Lugs	Price Effect 7/ \$/lug												
		Lugs	Percent Shipped	Actual Shipments	Lugs	Percent Shipped	Actual Shipments																								
2003	22-Mar	12	65,917	149.9%	166,885	349,259	2.9%	150,559	150,559																						
	28-Mar	13	20,537	47.5%	52,835	526,215	5.2%	265,530	265,530																						
	5-Apr	14	14,353	27.9%	31,095	1,014,291	9.5%	487,024	487,024																						
	12-Apr	15	5,493	9.0%	10,069	1,260,696	12.5%	639,973	639,973																						
	19-Apr	16	5,048	11.3%	12,608	1,182,075	15.1%	773,848	773,848																						
	26-Apr	17	0	0.8%	862	724,742	131.3	873,818	1,058,073	184,254	-0.99																				
	3-May	18	0	1.9%	2,164	51,167	15.0%	766,019	827,543	161,524	-0.87																				
	10-May	19	0	0.0%	3	5,472	5,472	13.7%	703,062	851,311	148,248	-0.80																			
	17-May	20	0	1.8%	1,987	4,624	5.6%	277,578	336,108	58,530	-0.32																				
	24-May	21	0	0.1%	160	0	0	0.2%	119,930	14,446	2,516	-0.01																			
2004	29-May	22	0	0.0%	0	0	0	1.9%	96,816	117,231	20,415	-0.11																			
	20-Mar	12	43,351	202.8%	161,694	497,013	4.8%	291,327	291,327																						
	27-Mar	13	18,203	42.1%	33,542	688,617	8.5%	541,964	541,964																						
	3-Apr	14	7,978	18.7%	14,898	1,068,894	10.8%	889,545	889,545																						
	10-Apr	15	5,529	5.8%	4,627	1,246,508	15.1%	963,638	963,638																						
	17-Apr	16	4,689	17.3%	13,835	1,548,279	16.4%	1,043,144	1,043,144																						
	24-Apr	17	0	0.1%	107	1,188,767	2,000	921,621	1,170,549	248,927	-1.34																				
	1-May	18	0	3.1%	2,484	68,678	13.8%	869,418	1,104,245	234,827	-1.27																				
	8-May	19	0	0.1%	77	43,346	10.8%	682,419	866,739	184,319	-1.00																				
	15-May	20	0	0.0%	0	24,798	24,798	7.1%	452,169	574,298	122,129	-0.66																			
2005	22-May	21	0	0.0%	0	0	0	0.9%	55,128	70,019	14,880	-0.08																			
	27-May	22	0	0.0%	0	0	0	0.4%	24,928	31,661	6,733	-0.04																			
	26-Mar	12	51,868	59.8%	80,449	675,955	5.8%	430,963	430,963																						
	2-Apr	13	27,455	16.0%	21,532	1,147,671	10.0%	770,541	770,541																						
	9-Apr	14	17,498	20.7%	27,847	1,555,450	1.5%	890,752	890,752																						
	16-Apr	15	24,170	14.0%	18,933	1,887,972	13.8%	1,073,183	1,073,183																						
	23-Apr	16	13,826	10.3%	13,810	2,269,569	17.5%	1,342,862	1,342,862																						
	30-Apr	17	0	1.8%	2,458	5,160	584,657	5,124.4%	932,773	1,122,014	168,241	-0.91																			
	7-May	18	0	4.8%	6,508	137,894	12.7%	977,558	1,148,995	172,437	-0.93																				
	14-May	19	0	2.2%	2,939	1,824	10.0%	766,872	902,145	135,273	-0.73																				
2006	21-May	20	0	0.0%	18	0	0	7.3%	580,598	658,486	98,887	-0.53																			
	28-May	21	0	0.1%	99	0	0	0.3%	24,642	28,988	4,347	-0.02																			
	4-Jun	22	0	5.3%	7,101	0	0	0.0%	1,772	2,085	313	0.00																			
	12	78,852	59.8%	88,760	538,295	5.8%	520,363	520,363																							
	19-Apr	13	40,469	16.0%	23,757	1,239,460	10.0%	830,385	930,385																						
	6-Apr	14	8,916	20.7%	30,724	994,985	994,985	1,075,533	1,075,533																						
	13-Apr	15	16,317	14.0%	20,779	2,975,761	14.0%	1,295,808	1,295,808																						
	20-Apr	16	3,972	10.3%	15,237	3,431,418	17.5%	1,621,430	1,621,430																						
	27-Apr	17	0	1.8%	2,712	6,216	6,216	1,151,627	1,148,654	198,027	-1.07																				
	4-May	18	0	4.8%	7,180	55,660	12.7%	1,180,346	1,383,312	202,965	-1.10																				
	11-May	19	0	2.2%	3,243	32,754	10.0%	925,954	1,085,176	159,222	-0.86																				
	18-May	20	0	0.0%	20	432	432	7,3%	676,892	793,286	116,394	-0.63																			
	25-May	21	0	0.1%	108	0	0	0.3%	29,753	34,869	5,116	-0.03																			
	3-Jun	22	0	5.3%	7,935	0	0	0.0%	2,140	2,508	368	0.00																			

1/ Source: ASOEX.

2/ Predicted arrivals based on analysis contained in prior page, with additional arrival volume applied to week 17 arrival volumes.

3/ Percent shipped based on survey of importers. See Attachment 4 of earlier Capital Trade Study.

4/ Due to time limitations, no survey of importers for 2006 shipment data was taken. Therefore, Chilean shipments in 2005, as those seasons' arrival patterns were most similar to arrival patterns in 2006.

5/ Sum of total arrivals multiplied by percent shipped.

6/ Predicted shipment volume minus actual shipment volume.

7/ Increase in shipment volume into the market times the estimate of the effect on market price of an increase in shipment volume—i.e., \$0.000054 decrease in price for every lug increase in supply volume.

## **Attachment 8a**

**Effects on Coachella Green Grape Price and Revenue of Estimated Price Declines due to Change in Marketing Order Date to May 1**

Week	Coachella Packout 1/		Coachella Price				Coachella Revenue			
	Perlette	Thompson	Perlette			Thompson	Perlette & Thompson Combined			
			Actual 2/	Price Effect 3/	Predicted		Actual 2/	Actual 4/	Predicted 4/	Percent Reduction
18	0	0	-	-0.41	-	-	-	-	-	-
19	243,605	0	27.55	-0.23	27.32	-0.85%	-	6,711,318	6,654,272	-0.85%
20	452,128	0	16.85	-0.14	16.71	-0.86%	-	7,618,357	7,553,150	-0.86%
21	480,257	0	13.35	-0.06	13.29	-0.42%	-	6,144,431	6,118,719	-0.42%
22	185,618	0	12.85	-0.01	12.84	-0.08%	-	2,385,191	2,383,271	-0.08%
23	33,960	0	12.35	0.00	12.35	0.00%	-	419,406	419,406	0.00%
24	0	115,254	-	-	-	-	16.35	1,884,403	1,884,403	0.00%
25	0	322,831	-	-	-	-	16.35	5,278,287	5,278,287	0.00%
26	0	433,237	-	-	-	-	16.35	7,083,425	7,083,425	0.00%
27	0	461,958	-	-	-	-	16.35	7,553,013	7,553,013	0.00%
28	0	158,685	-	-	-	-	16.35	2,594,500	2,594,500	0.00%
Total	1,375,568	1,491,965	16.92	-0.11	16.81	-0.64%	16.35	47,872,331	47,522,445	-0.31%

Week	Coachella Packout 1/		Coachella Price				Coachella Revenue			
	Perlette	Thompson	Perlette			Thompson	Perlette & Thompson Combined			
			Actual 2/	Price Effect 3/	Predicted		Actual 2/	Actual 4/	Predicted 4/	Percent Reduction
18	0	0	-	-0.01	-	-	-	-	-	-
19	103,357	0	32.65	-0.01	32.64	-0.02%	-	3,374,606	3,373,960	-0.02%
20	340,868	0	30.55	0.00	30.55	0.00%	-	10,413,517	10,413,356	0.00%
21	466,959	0	24.35	0.00	24.35	0.00%	-	11,370,452	11,370,424	0.00%
22	261,048	0	17.85	0.00	17.85	0.00%	-	4,659,707	4,659,683	0.00%
23	30,075	0	13.85	0.00	13.85	0.00%	-	416,539	416,539	0.00%
24	0	172,707	-	-	-	-	16.85	2,910,113	2,910,113	0.00%
25	0	322,943	-	-	-	-	15.85	5,118,647	5,118,647	0.00%
26	0	295,890	-	-	-	-	14.85	4,390,997	4,390,997	0.00%
27	0	15,972	-	-	-	-	12.85	205,240	205,240	0.00%
28	0	0	-	-	-	-	-	0	0	-
Total	1,202,307	807,312	25.15	0.00	25.15	0.00%	15.84	42,859,817	42,858,957	0.00%

Week	Coachella Packout 1/		Coachella Price				Coachella Revenue			
	Perlette	Thompson	Perlette			Thompson	Perlette & Thompson Combined			
			Actual 2/	Price Effect 3/	Predicted		Actual 2/	Actual 4/	Predicted 4/	Percent Reduction
18	0	0	-	-0.10	-	-	-	-	-	-
19	66,961	0	26.05	-0.03	26.02	-0.13%	-	1,744,334	1,742,110	-0.13%
20	330,940	0	17.85	-0.01	17.84	-0.03%	-	5,907,279	5,905,279	-0.03%
21	284,750	0	15.85	0.00	15.85	-0.01%	-	4,513,288	4,512,693	-0.01%
22	122,216	0	15.85	0.00	15.85	-0.01%	-	1,937,124	1,937,006	-0.01%
23	5,131	0	15.85	0.00	15.85	0.00%	-	81,326	81,326	0.00%
24	0	26,561	-	-	-	-	16.35	434,272	434,272	0.00%
25	0	190,096	-	-	-	-	16.35	3,108,070	3,108,070	0.00%
26	0	444,553	-	-	-	-	16.35	7,268,442	7,268,442	0.00%
27	0	589,613	-	-	-	-	14.85	8,755,753	8,755,753	0.00%
28	0	323,804	-	-	-	-	13.85	4,484,685	4,484,685	0.00%
Total	809,998	1,574,627	17.51	-0.01	17.50	-0.03%	15.27	38,234,572	38,229,636	-0.01%

Week	Coachella Packout 1/		Coachella Price				Coachella Revenue			
	Perlette	Thompson	Perlette			Thompson	Perlette & Thompson Combined			
			Actual 2/	Price Effect 3/	Predicted		Actual 2/	Actual 4/	Predicted 4/	Percent Reduction
18	0	0	-	-0.00	-	-	-	-	-	-
19	45,065	0	29.83	0.00	29.83	0.00%	-	1,344,289	1,344,289	0.00%
20	144,709	0	28.61	0.00	28.61	0.00%	-	4,140,124	4,140,124	0.00%
21	94,750	0	20.45	0.00	20.45	0.00%	-	1,937,638	1,937,638	0.00%
22	18,722	0	20.95	0.00	20.95	0.00%	-	392,226	392,226	0.00%
23	0	0	-	-	-	-	-	-	-	-
24	0	0	-	-	-	-	-	-	-	-
25	0	180,728	26.05	0.00	26.05	0.00%	26.05	4,707,964	4,707,964	0.00%
26	0	286,961	25.70	0.00	25.70	0.00%	25.70	7,374,898	7,374,898	0.00%
27	0	175,589	16.40	0.00	16.40	0.00%	16.40	2,879,660	2,879,660	0.00%
28	0	24,174	16.20	0.00	16.20	0.00%	16.20	391,619	391,819	0.00%
Total	303,246	667,452	25.77	0.00	25.77	0.00%	23.00	23,168,417	23,168,417	0.00%

1/ See Attachment 1a, compiled from California Desert Grape Administrative Committee Annual Reports

2/ See Attachment 3a from updated initial Capital Trade report. Pricing data are compiled from USDA weekly shipping point prices for Coachella grapes.

3/ See Attachment 7a for price effect estimates.

4/ Revenues is price multiplied by volume.

**Effects on Coachella Flame Grape Price and Revenue of Estimated Price Declines due to Change in Marketing Order Date to May 1**

Week	Packout 1/	2003, Coachella Flames					
		Prices			Revenue		
		Actual 2/	Price Effect 3/	Predicted	Percent Reduction	Actual 4/	Predicted 4/
18	0	-	-0.90	-	-	-	-
19	101,822	17.35	-0.83	16.52	-4.8%	1,766,612	1,682,080
20	321,820	17.35	-0.33	17.02	-1.9%	5,583,577	5,478,094
21	566,659	13.85	-0.01	13.84	-0.1%	7,848,227	7,840,244
22	605,258	13.85	-0.11	13.74	-0.8%	8,382,823	8,313,629
23	749,028	14.35	0.00	14.35	0.0%	10,748,552	10,748,552
24	548,091	14.35	-	-	-	7,865,106	7,865,106
25	373,593	14.85	-	-	-	5,547,856	5,547,856
26	344,682	15.85	-	-	-	5,463,210	5,463,210
27	225,186	16.35	-	-	-	3,681,791	3,681,791
28	26,851	15.35	-	-	-	412,163	412,163
Total	3,862,990	14.83	-0.07	14.76	-0.5%	57,299,917	57,032,725

Week	Packout 1/	2004, Coachella Flames					
		Prices			Revenue		
		Actual 2/	Price Effect 3/	Predicted	Percent Reduction	Actual 4/	Predicted 4/
18	0	-	-1.32	-	-	-	-
19	11,768	25.85	-1.03	24.82	-4.0%	304,203	292,056
20	274,766	25.85	-0.68	25.17	-2.6%	7,102,701	6,914,782
21	575,757	25.85	-0.08	25.77	-0.3%	14,883,318	14,835,309
22	802,368	18.85	-0.04	18.81	-0.2%	15,124,637	15,094,384
23	962,620	13.85	0.00	13.85	0.0%	13,332,287	13,332,287
24	789,020	13.35	-	-	-	10,533,417	10,533,417
25	562,408	12.85	-	-	-	7,226,943	7,226,943
26	257,501	12.85	-	-	-	3,308,888	3,308,888
27	0	11.35	-	-	-	0	0
28	0	-	-	-	-	-	-
Total	4,236,208	16.95	-0.07	16.89	-0.4%	71,816,394	71,538,065

Week	Packout 1/	2005, Coachella Flames					
		Prices			Revenue		
		Actual 2/	Price Effect 3/	Predicted	Percent Reduction	Actual 4/	Predicted 4/
18	0	-	-0.97	-	-	-	-
19	0	-	-0.76	-	-	-	-
20	205,160	27.85	-0.55	27.30	-2.0%	5,713,706	5,600,095
21	597,988	18.85	-0.02	18.83	-0.1%	11,272,074	11,257,518
22	559,511	16.85	0.00	16.85	0.0%	9,427,760	9,426,781
23	600,052	14.85	0.00	14.85	0.0%	8,910,772	8,910,772
24	505,385	14.85	-	-	-	7,504,967	7,504,967
25	476,922	16.85	-	-	-	8,038,136	8,036,136
26	303,753	16.85	-	-	-	5,118,238	5,118,238
27	58,565	12.85	-	-	-	752,560	752,560
28	0	-	-	-	-	-	-
Total	3,307,336	17.15	-0.04	17.12	-0.2%	56,736,214	56,607,067

Week	Packout 1/	2006, Coachella Flames					
		Prices			Revenue		
		Actual 2/	Price Effect 3/	Predicted	Percent Reduction	Actual 4/	Predicted 4/
18	0	-	-1.096	-	-	-	-
19	3,588	29.20	-0.860	28.34	-2.9%	104,770	101,685
20	78,664	23.62	-0.629	22.99	-2.7%	1,858,044	1,808,601
21	254,075	19.45	-0.028	19.42	-0.1%	4,941,759	4,934,739
22	316,206	19.45	-0.002	19.45	0.0%	6,150,207	6,149,578
23	456,111	23.45	-	-	-	10,695,803	10,695,803
24	350,761	29.45	-	-	-	10,329,911	10,329,911
25	400,354	30.45	-	-	-	12,190,779	12,190,779
26	295,147	29.95	-	-	-	8,839,653	8,839,653
27	50,618	29.45	-	-	-	1,490,700	1,490,700
28	0	-	-	-	-	-	-
Total	2,205,524	25.66	-0.002	25.64	0.0%	56,601,625	56,541,450

1/ See Attachment 1a, compiled from California Desert Grape Administrative Committee Annual Reports

2/ See Attachment 3a from original Capital Trade report. Pricing data are compiled from USDA weekly shipping point prices for Coachella grapes.

3/ See Attachment 7a for price effect estimates.

4/ Revenues is price multiplied by volume.